Focus Program Evaluation Form - Period : October 31, 1994 through April 28, 1995

Updated Through Last Input : 6/6/95

Ship-to Account Name: AMSTERDAM TOB. CO.

Ship-to Account Number: 152400

Plan Participation: (Check AorB) Plan A [redacted] Plan B [redacted]

Customer SOM Determination:

RJR Beginning Period Base SOM: 13.2%

RJR Ending Program Period SOM: 15.9%

Result: (+/-) +2.7%

RJR Sales Less Than 105% of Purchases YES

RJR Cartons:	Qualified # Cartons Sold	Rate/Carton	Payment
Full Price	80,333	0.17	$13,656.61
Savings	2,564	0.10	$256.40
		Total Payment	$13,913.01

[redacted] Participant Signature

Res. Title

6/13/95 Date

[redacted] R. J. Reynolds Tobacco Company

[redacted] Title

6/13/95 Date

05/15/95 06:43 R.J.R.MANH. 002

Source: https://www.industrydocuments.ucsf.edu/docs/msvy0000

Focus Program Evaluation Form - Period : October 31, 1994 through April 28, 1995

51850 7432

Updated Through Last Input : 6/6/95

Ship-to Account Name: DUANE READE

Ship-to Account Number: 543008

Plan Participation: (Check AorB) Plan A X Plan B

Customer SOM Determination:

RJR Beginning Period Base SOM: 17.1%

RJR Ending Program Period SOM: 17.3%

Result: (+/-) +0.2%

RJR Sales Less Than 105% of Purchases YES

G.H. Nuelton to approve

RJR Cartons:	Qualified # Cartons Sold	Rate/Carton	Payment
Full Price	34,780	0.12	$4,173.60
Savings	7,543	0.08	$603.44
		Total Payment	$4,777.04

Participant Signature | Title | Date

R. J. Reynolds Tobacco Company | Title | Date

Source: https://www.industrydocuments.ucsf.edu/docs/msvy0000

Focus Program Evaluation Form - Period : October 31, 1994 through April 28, 1995

51850 7433

Updated Through Last Input : 5/30/95

Ship-to Account Name: MANDEL TOBACCO

Ship-to Account Number: 3968400

Plan Participation: (Check AorB) Plan A _____ Plan B X

RJR Beginning Period Base SOM: 23.7%

RJR Ending Program Period SOM: 25.1%

Result: (+/-) +1.4%

RJR Sales Less Than 105% of Purchases Yes

RJR Cartons:	Qualified # Cartons Sold	Rate/Carton	Payment
Full Price	75,819	0.10	$7,581.90
Savings	17,853	0.06	$1,071.18
		Total Payment	$8,653.08

Participant Signature	Title: Vice President	Date: 6/7/95
R.J. Reynolds Tobacco Company	Title: S.A.M.	Date: 6/7/95

Source: https://www.industrydocuments.ucsf.edu/docs/msvy0000

Form # 1

(Report in Cartons)

51850 7434

Plan B Customer
Program Payment Calculations

Ship-to Account Name: MANDEL TOBACCO

Ship-to Acct #: 3968400

Updated Through Last Input : 5/30/95

	October 28th 1994 Inventory	November	December	January	February	March	April	April 28th 1995 Inventory	Sales
FP	2,099 *	10,800 *	10,200 *	14,400 *	13,980 *	16,500 *	8,880	1,040	75,819
SV	1,191 *	7,320 *	420 *	1,260 *	5,520 *	1,140 *	1,200	198	17,853
Total RJR	3,290	18,120	10,620	15,660	19,500	17,640	10,080	1,238	93,672
PM	4,125	21,720	24,900	17,020	19,110	23,940	18,300	2,380	126,735
B&W	2,071	20,820	15,720	9,120	7,590	12,300	9,280	1,893	75,008
LOR	1,668	11,280	7,740	8,640	11,430	12,840	7,280	2,430	58,448
ATC	1,973								1,973
LIG	232	600	4,020	510	720	360	460	120	6,782
OTHER	307	1,320	1,920	2,300	1,230	2,100	980	930	9,227
Grand Total	13,666	73,860	64,920	53,250	59,580	69,180	46,380	8,991	371,845

* Data may be obtained via S.I.S.

Base SOM RJR: 23.7%

Ending SOM RJR: 25.1%

+ or - SOM: +1.4%

RJR Representative: [signature]

Ship-to account Representative: [signature]

Date: 6/7/95

Total RJR Sales: 93,672

Grand Total Sales: 371,845

RJR Ending SOM: 25.1%

Source: https://www.industrydocuments.ucsf.edu/docs/msvy0000

Focus Program Evaluation Form - Period : October 31, 1994 through April 28, 1995

51850 7435

Updated Through Last Input : 6/6/95

Ship-to Account Name: BOROUGH HALL - OXFORD

Ship-to Account Number: 658800

Plan Participation: (Check AorB) Plan A [redacted] Plan B [redacted]

Customer SOM Determination:

RJR Beginning Period Base SOM: 11.7%

RJR Ending Program Period SOM: 11.6%

Result: (+/-) -0.1%

RJR Sales Less Than 105% of Purchases YES

RJR Cartons:	Qualified # Cartons Sold	Rate/Carton	Payment
Full Price	142,840	0.04	$5,713.60
Savings	7,946	0.03	$238.38
		Total Payment	$5,951.98

Participant Signature — Title: VP — Date: 6/7/95

R. J. Reynolds Tobacco Company — Title: S.A.M. — Date: 6/7/95

Source: https://www.industrydocuments.ucsf.edu/docs/msvy0000